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May 12th 1923.

S.C.Littlefield,  
Jacksonville, Fla.  
P.O.Box 552

Dear sir;-

Replying to yours of the 10th would say that in November of 1922, we had a visit from A.J. Armstrong, general manager of the Hebard Cypress Company who was accompanied by Mr. Nuttall their cruiser, who however did not make an examination of the timber, which was priced to them at \$6.00 per thousand.

They were brought to us by C.H. VanDyke of this city and his brother of Philadelphia, at which place the President of the Hebard Cypress Company has an office. I am going into the details of this so you can see that these people would be likely to tangle us up in a commission snarl if we let the Hebard people have the timber at a lower price than we gave them, in addition they still claim they will sell the timber to them as soon as we turn it loose to them.

I understand how you would look at this matter, from an agents standpoint, but we must and will protect ourselves against paying two commissions, and also against having two prices to the same buyer, and before we could consent to crediting you with this prospect we will have to get a full release from the other people, nor can I see how we can name a \$5.50 price to you in the face of what has gone before, do you.

Yours very truly

Chevelier Corporation